

Assessment of Whole-life Savings due to Increased Payload

Supplier	Chassis Make	Body	Price (each)	Payload provided	Est. Payload (t)	Resultant increased tips over 7yrs	Resultant increased cost of tips for 7yrs	Whole life cost taking account of Payload
Faun Zoeller (UK) Ltd	Mercedes Econic 2629LU/33 Rear steer	Selectiapress	£160,291.00	9.150	9.150	338	£15,183.63	£175,474.63
NTM-GB Ltd	Mercedes Econic 2629LU/33 Rear steer	KG-2B	£153,727.00	10.409	10.000	0	£0.00	£153,727.00
Geesinknorba Ltd	Mercedes Econic 2629LU/33 Rear steer	MF 22H25	£167,426.00	11.280	10.000	0	£0.00	£167,426.00

Assessment of payloads

The higher the payload the fewer trips to tip waste. A payload datum of 10 tonne has been used to estimate the number of extra trips to tip and so estimate the increased costs over the 7 year depreciated life of the vehicle. Using that payload and two trips to tip per day, calculate the number of additional trips to the tip (based on 260 working days/year) over seven years. The estimated average cost of each round trip to tip allowing for fuel, vehicle wear and tear and crew hours (driver + 1 @ 1.0 hour each are shown below). These rates do not include any inflationary increase over the seven year whole-life period.

Payloads have been 'capped' at 10 tonne as a realistic working payload. This payload has been taken from working figures and are expected maximum loads for a split refuse freighter used in the domestic waste environment, particularly those in the Sevenoaks district according to our database.

Notes:	
Wear & Tear (£11,550/ann.)	6.00
Fuel p/hr	10.00
Crew	28.90
	£44.90

Weighting data

Supplier	Price each	Mark out of 10	Est. Payload' (t)	Resultant increased tips over 7 yrs	Resultant increased cost of tips for 7 yrs	Residual value	Whole life cost	Mark out of 10	Delivery date	Technical merit and quality factors	Mark out of 10	Tenderer supplied method statements	Performance data supplied	Mark out of 10	Assessed capability of tenderer to support all elements of the contract	Mark out of 10	Acceptance of existing contract conditions.	Mark out of 10	On site demonstration and use of equipment	Mark out of 10
Faun Zoeller (UK) Ltd	£160,291.00	5	9,150,000	338	£15,183.63	£5,000.00	£170,474.68	3,333	01/01/2014		10	3.33	8	6					No	0
NTM-GB Ltd	£153,727.00	10	10,409,000	0	£0.00	£6,500.00	£147,227.00	9	12/02/2014		10	10	10	10					Demo supplied	10
Geesinkhorbe Ltd	£167,426.00	2	11,280,000	0	£0.00	£8,500.00	£158,926.00	10	w/e 20/12/2013		10	6.66	10	8					Existing on fleet	10

Weighting Matrix

Faun Zoeller (UK) Ltd						
WEIGHTING MATRIX						
Evaluation Criteria		Weighting	Mark out of 10	Weighted score	Convert to %	Mark x Weighting
a)	Value for Money	60%				
(i)	Price	20	5.00	100		
(ii)	Compliance with specification	15	7.99	120		
(iii)	Whole life costs	15	3.33	50		
(iv)	Delivery date	10	10.00	100		
(v)	Technical merit and quality factors	10	8.00	80		
(vi)	Tenderer supplied method statements and performance data.	5	5.67	28		
(vii)	On site demonstration and use of equipment	5	0	0		
		80	39.99	478	60%	35.9%
				/800		
b)	Completeness of Response	40%				
(viii)	Assessed capability of tenderer to support all elements of the contract	10	10	100		
(ix)	Acceptance of existing contract conditions.	5	10	50		
(x)	Questionnaire response	5	9.07	45		
		20	9.07	195	98%	39.1%
				/200		
					Total	74.9%

NTM-GB Ltd						
WEIGHTING MATRIX						
Evaluation Criteria		Weighting	Mark out of 10	Weighted score	Convert to %	Mark x Weighting
a)	Value for Money	60%				
(i)	Price	20	10.00	200		
(ii)	Compliance with specification	15	9.74	146		
(iii)	Whole life costs	15	9.00	135		
(iv)	Delivery date	10	10.00	100		
(v)	Technical merit and quality factors	10	10.00	100		
(vi)	Tenderer supplied method statements and performance data.	5	10.00	50		
(vii)	On site demonstration and use of equipment	5	10.00	50		
		80	68.74	781	98%	58.6%
				/800		
b)	Completeness of Response	40%				
(viii)	Assessed capability of tenderer to support all elements of the contract	10	10	100		
(ix)	Acceptance of existing contract conditions.	5	10	50		
(x)	Questionnaire response	5	9.28	46		
		20	9.28	196	98%	39.3%
				/200		
					Total	97.9%

Geesinknorba Ltd						
WEIGHTING MATRIX						
Evaluation Criteria		Weighting	Mark out of 10	Weighted score	Convert to %	Mark x Weighting
a)	Value for Money	60%				
(i)	Price	20	2.00	40		
(ii)	Compliance with specification	15	9.03	135		
(iii)	Whole life costs	15	10.00	150		
(iv)	Delivery date	10	10.00	100		
(v)	Technical merit and quality factors	10	8.00	80		
(vi)	Tenderer supplied method statements and performance data.	5	8.33	42		
(vii)	On site demonstration and use of equipment	5	10	50		
		80	47.36	597	75%	44.8%
				/800		
b)	Completeness of Response	40%				
(viii)	Assessed capability of tenderer to support all elements of the contract	10	10	100		
(ix)	Acceptance of existing contract conditions.	5	10	50		
(x)	Questionnaire response	5	8.97	45		
		20	8.97	195	97%	39.0%
				/200		
					Total	83.7%

Refuse Freighter Tender Summary 2013

Supplier	Chassis	Body	Bin lift cost	Tender value	Est. Payload (t)	Payload Increased Cost	Residual Value	Adjust. Tender for		Wheelbase & turning circle	Delivery
								Whole Life Costs	Weighted %		
(max 3390mm)											
Faun Zoeller (UK) Ltd	Mercedes Econic 2629LL/33 Rear steer	Selectapress	Each 2 vehicles	£160,291.00	9.15	£15,183.63	£5,000	£170,474.63	74.93%	3900mm	01/01/2014
				£320,582.00	18.30	£30,367.27	£10,000.00	£340,949.27	74.93%	16.1m	
				£189,691.00	9.15	£15,183.63	£5,000	£199,874.63			
NTM-GB Ltd	Mercedes Econic 2629LL/33 Rear steer	KG-2B	Each 2 vehicles	£379,382.00	18.30	£30,367.27	£10,000.00	£399,749.27	97.86%	4200mm	12/02/2014
				£153,727.00	10.00	£0.00	£6,500	£147,227.00			
				£307,454.00	20.00	£0.00	£13,000.00	£294,454.00			
Geesinknorba Ltd	Mercedes Econic 2629LL/33 Rear steer	MF 22H25	Each 2 vehicles	£332,854.00	20.00	£0.00	£13,000.00	£319,854.00	83.75%	4200mm	w/e 20/12/2013
				£167,426.00	10.00	£0.00	£8,500	£158,926.00			
				£334,852.00	20.00	£0.00	£17,000.00	£317,852.00			
				£177,926.00	10.00	£0.00	£8,500	£169,426.00			
				£355,852.00	20.00	£0.00	£17,000.00	£338,852.00			

Conclusion

NTM-GB Ltd are the cheapest option without lifts when considering whole life costs, and provide equipment that is favoured by SDC due to its operation and maintenance as found on the smaller 15tonne freighters. NTM have the more favourable weighting percentage (97.86%), and are the cheapest purchase option, as well as having the lowest overall height vehicle for workshop access. Payloads have been 'capped' at 10 tonne as a realistic figure from our database when collecting domestic refuse in the Severnorks District.

Therefore it is determined that the most economically advantageous tender and operationally effective option, based on a tender evaluation of value for money and completeness and quality of response is that provided by NTM-GB Ltd. Elements of those criteria included price, compliance with specification, whole life costs, delivery dates, technical merit, quality factors, tenderer supplied method statements and performance data, on-site demonstration during tender period, capability to support the contract, acceptance of existing contract conditions and questionnaire response.

The recommendation is to place an order with NTM-GB Ltd for one 26 tonne split refuse freighter on a Mercedes Econic Chassis without bin lift (£153,727) and another identical freighter with a bin lift (£166,427). Tender total is £320,154.00 +vat.